



Allow me to introduce to you a publication that can reach the Visitor's Market with over 3 MILLION potential high-end impressions annually!

I am the President and CEO of Sandmarks Marketing. **Our mission** is to provide quality destination information to the best 3 and 4-star hotels in three major cities on the East Coast. This high gloss, four color, hardbound resource guide provides hotel guests with a comprehensive overview of each city. Our clients are the best of the best in Dining, Shopping, Attractions and more who wish to represent their businesses with the highest possible impression for those Visitor Markets.

Sandmarks Marketing builds long term relationships and sustainability with its clients and team members as we treat everyone with professional courtesy. With over a decade of experience, my team and I are enthusiastic for this new journey by introducing our Destination publications to Ocean City and Delaware Beaches, Coastal Virginia and Greater Richmond. Our reader demographic typically encompasses professionals over the age of 35, of a higher education and income level with leisure time as well as disposable income!

A comprehensive media-kit is attached with **advertising rates, publication distribution list** and an **advertising spec sheet** for your area. Please review and consider placing an advertisement today!

Whether you would like one ad or a long-term agreement, we are here to help. I look forward to working with you and helping increase your sales by tapping into the visitor's market in your area.

At the end of every journey there is a *Destination*...and Sandmarks Marketing hopes that we will be there for you!"

Thank you for your professional consideration,

Luke V. Howard, Jr.
President / CEO

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1332 Cape St. Claire Rd., #372 | Annapolis, MD 21409
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Luke@SandmarksMarketing.com
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Publication Distribution

Coastal Virginia

Accommodation	City	# Rooms
Delta Hotels by Marriott	Chesapeake	226
Staybridge Suites	Chesapeake	115
Country Inn & Suites	Hampton	40
Crown Plaza Hampton	Hampton	173
Days Inn Hampton	Hampton	144
Embassy Suites Hampton	Hampton	296
Holiday Inn Express Hampton Coliseum	Hampton	127
Marriott Courtyard Hampton	Hampton	136
Comfort Suites Newport News Airport	Newport News	104
Comfort Inn	Newport News	57
Courtyard Newport News Airport	Newport News	120
Hilton Garden Inn	Newport News	122
Holiday Inn Hotel & Suites	Newport News	122
Marriott at City Center	Newport News	256
The Mulberry Inn & Plaza at Fort Eustis	Newport News	101
Point Plaza Hotel	Newport News	150
Hilton Norfolk Airport	Norfolk	249
Marriott Waterside	Norfolk	405
Sheraton Norfolk Waterside Hotel	Norfolk	468
Courtyard by Marriott	Norfolk	140
Beach Pros	Sandbridge Rental Units	50
Sandbridge Blue	Sandbridge Rental Units	47
Beach Rentals	Sandbridge Rental Units	500
Holiday Garden Inn	Suffolk	150
Ramada Plaza by Wyndham	Virginia Beach	214
Candlewood Suites	Virginia Beach	83
Clarion Inn & Suites	Virginia Beach	100
Country Inn & Suites	Virginia Beach	114
Courtyard by Marriott	Virginia Beach	146
Courtyard VA Beach Oceanfront South	Virginia Beach	160
Crowne Plaza	Virginia Beach	149
Days Inn Virginia Beach Town Ctr.	Virginia Beach	100
Doubletree Virginia Beach	Virginia Beach	292
Hampton Inn Virginia Beach	Virginia Beach	120
Hampton Inn Oceanfront	Virginia Beach	148
Holiday Inn Executive Center	Virginia Beach	307
Holiday Inn Express	Virginia Beach	144
Holiday Inn Oceanfront	Virginia Beach	149
Hyatt House Virginia Beach Oceanfront	Virginia Beach	156
Oceanfront Inn	Virginia Beach	147
Residence Inn Oceanfront	Virginia Beach	72
Siebert Realty	Virginia Beach	400
Holiday Inn Club Vacations Resort	Williamsburg	120
Wyndham Garden- Busch Gardens	Williamsburg	195
Williamsburg Hospitality House	Williamsburg	296
Embassy Suites by Hilton	Williamsburg	161
Total Rooms Sandmarks of Coastal Virginia		8071

Luke V. Howard, Jr. / President & CEO Luke@SandmarksMarketing.com

Corporate Offices (410) 924-5286 | Direct Line (443) 871-0861



Rate Sheet

Advertisement Size	Rate
Full Page	\$ 4,200.00
2/3 Page	\$ 3,600.00
Half Page	\$ 3,000.00
1/3 Page	\$ 2,400.00

Special Rates	
Double Page Spread / Back Cover	\$ 6,300.00
Premium Page	\$ 5,300.00
3-up co-op	\$ 1,200.00
Advertorial Photo and Caption	\$ 1,200.00

Effective 10-02-2017

ALL SALES INQUIRIES:

Luke V. Howard, Jr.

President, CEO

(443) 871-0861

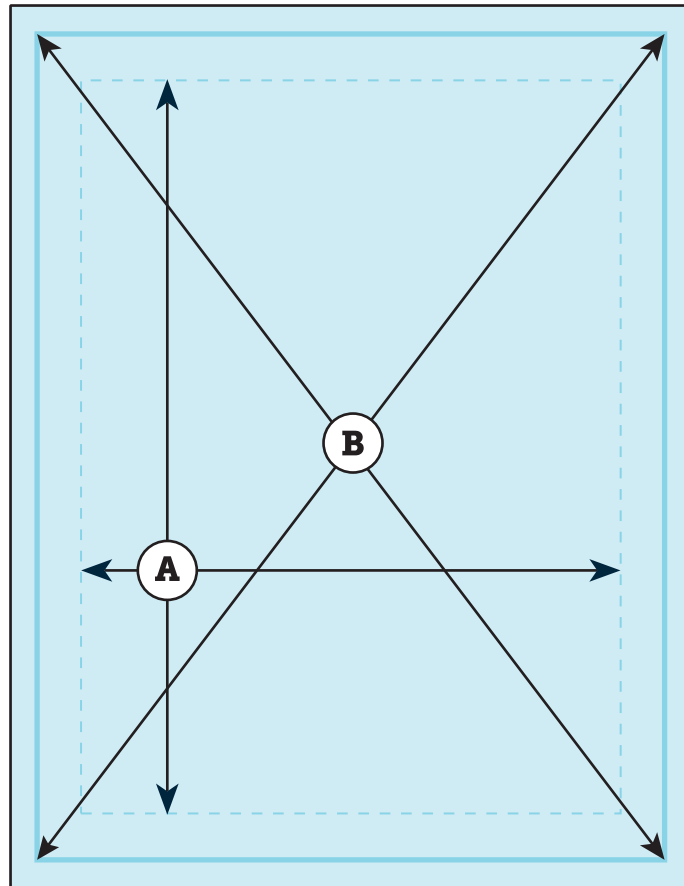
Luke@SandmarksMarketing.com

DIRECT ALL CORPORATE / ACCOUNTING INQUIRES TO:

Sandmarks Marketing, LLC
1332 Cape St. Claire Rd., #372
Annapolis, MD 21409
Amy@SandmarksMarketing.com



AD SUBMISSION GUIDELINES



A LIVE AREA
This is the "safe" area.
Keep all text and important
elements within this area.

B TRIM AREA
This is the edge of the page
where the book will be
trimmed.

C BLEED
Any images or elements that
touch the edge of the page,
should extend beyond the
trim area by 1/8"

Please Read

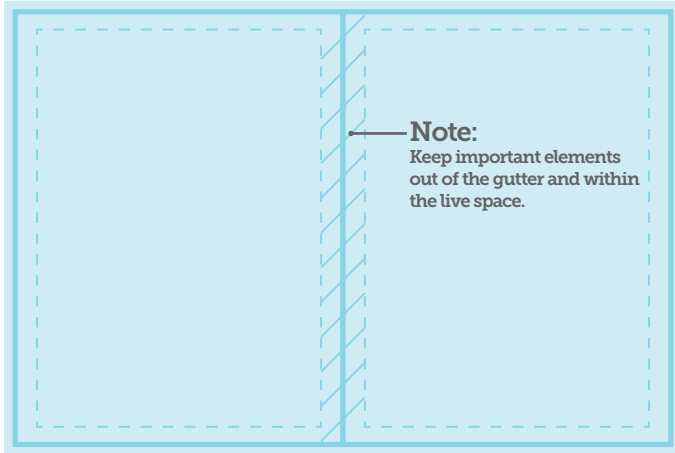
Step 1: Check your ad to confirm it follows the size, bleed, trim area and live area specifications above.

Step 2: Check that all artwork is **AT LEAST 300DPI CMYK**. Colors must be converted to "process" CMYK—No Pantone or "spot" colors.

Step 3: Export ad to **HIGH-RESOLUTION PDF** or TIF or JPG. Do **NOT** add Printers Marks, Bleed Marks or Crop Marks.

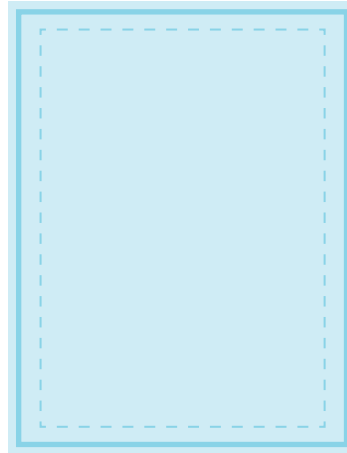
Step 4: Email ad to: amy@sandmarksmarketing.com

STANDARD AD SPECS & SIZES



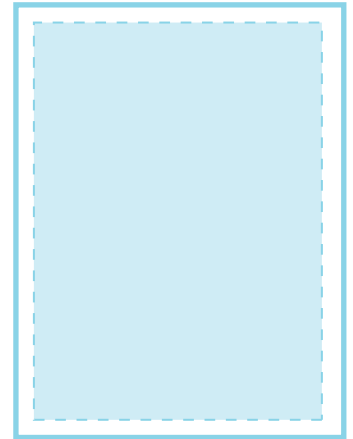
Double Page Spread w/Bleeds

Add 1/8 inch bleeds on all four sides
 Total Document: 11.25" x 17.25"
 Trim Area: 11" x 17"
 Live Area: 8" x 10.5"



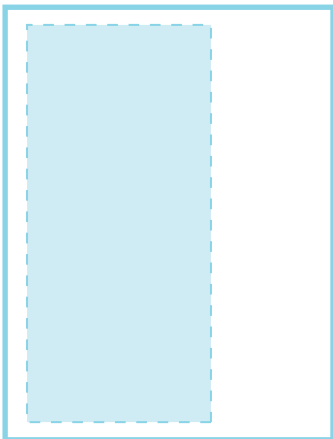
Full Page w/Bleeds

Add 1/8 inch bleeds on all four sides
 Total Document: 8.75" x 11.25"
 Trim Area: 8.5" x 11"
 Live Area: 8" x 10.5"



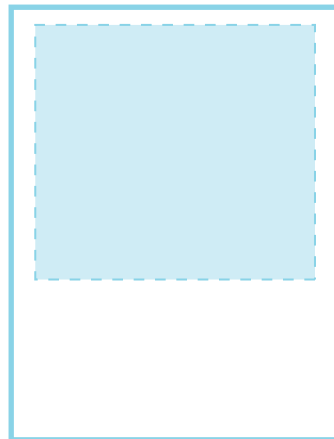
Full Page, No Bleeds

Live Area: 7.125" x 10.125"



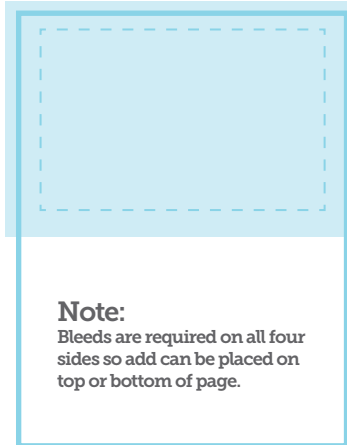
2/3 Page Vertical

Live Area: 4.6875" x 10.125"



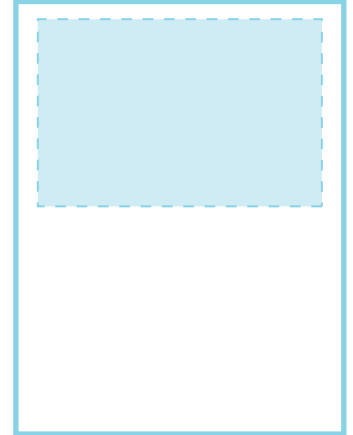
2/3 Page Block

Live Area: 7.125" x 6.75"



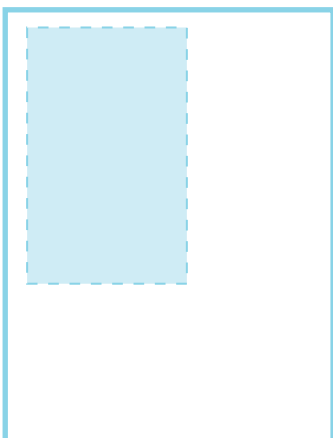
Half Page w/bleeds

Add 1/8 inch bleeds on all four sides*
 Total Document: 8.75" x 5.75"
 Trim Area: 8.5" x 5.5"
 Live Area: 8" x 5"



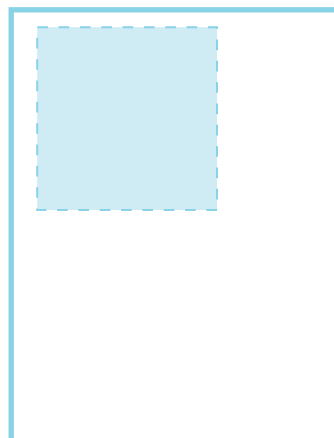
Half Page

Live Area: 7.125" x 5"



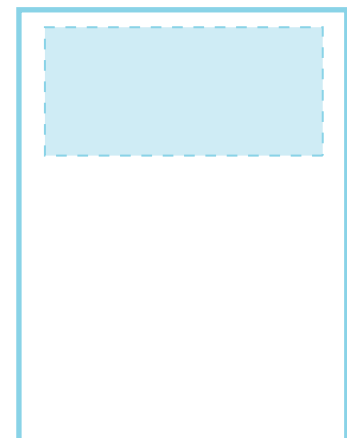
Half Page

Live Area: 4.6875" x 7.5"



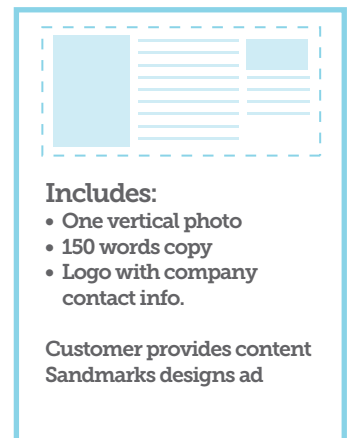
1/3 Page Block

Live Area: 4.6875" x 5"



1/3 Page

Live Area: 7.125" x 3.25"



1/3 Page Co-op